

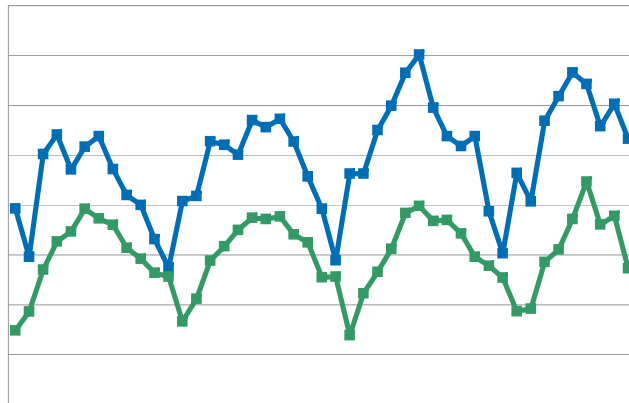


REALTOR® Association of the Sioux Empire Inc.

A free research tool from the REALTOR® Association of the Sioux Empire, Inc. brought to you by the unique data-sharing traditions of the REALTOR® community

Monthly Indicators

February 2008

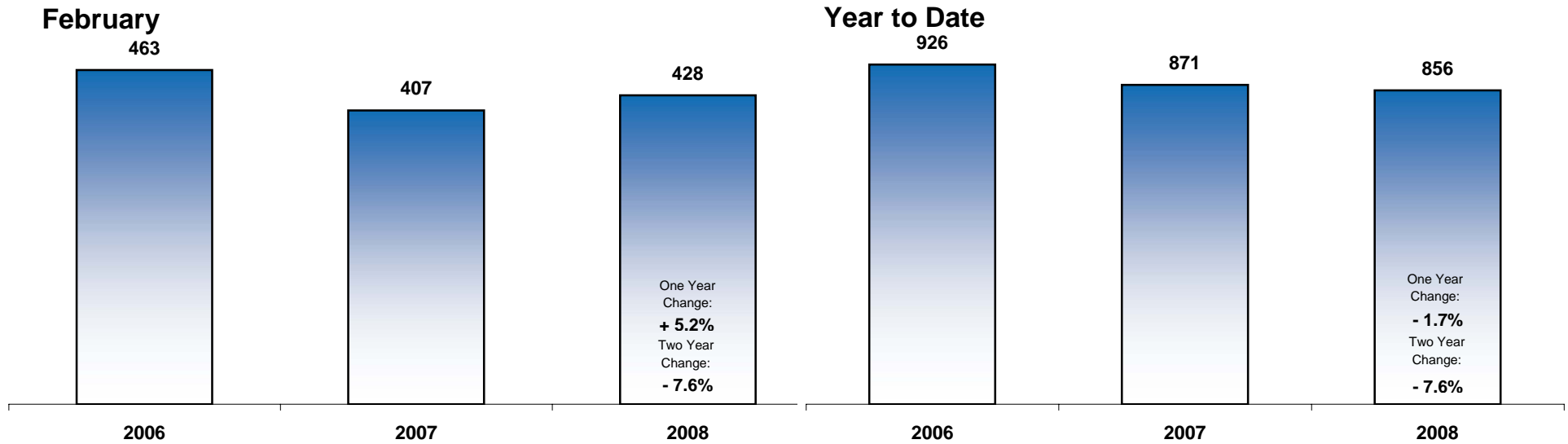


Contents

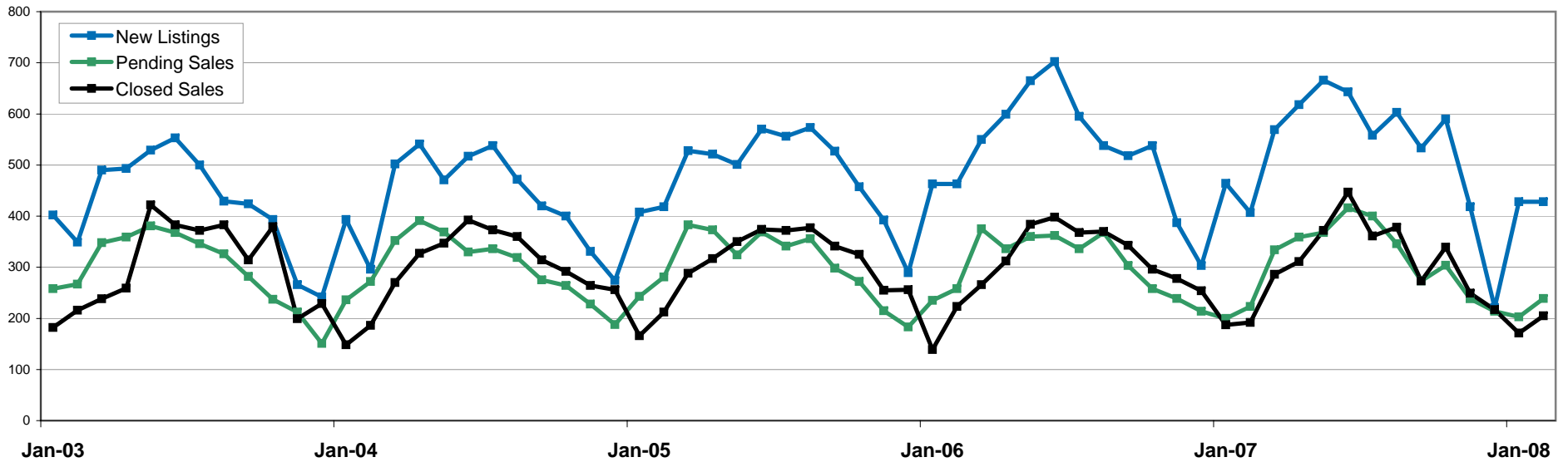
| | |
|--|----|
| New Listings | 2 |
| Pending Sales | 3 |
| Closed Sales | 4 |
| Days On Market Until Sale | 5 |
| Median Sales Price | 6 |
| Average Sales Price | 7 |
| Percent of Original List Price Received at Sale | 8 |
| Mortgage Rates | 9 |
| Housing Affordability Index | 10 |
| Housing Supply Outlook | |
| All Residential Properties | 11 |
| <i>Under \$100,000 and \$100,001 to \$150,000</i> | 12 |
| <i>\$150,001 to \$200,000 and \$200,001 to \$300,000</i> | 13 |
| <i>\$300,001 and above</i> | 14 |
| Market Overview | 15 |
| Annual Review | 16 |

New Listings

A Monthly Indicator from the REALTOR® Association of the Sioux Empire



Historical Market Activity

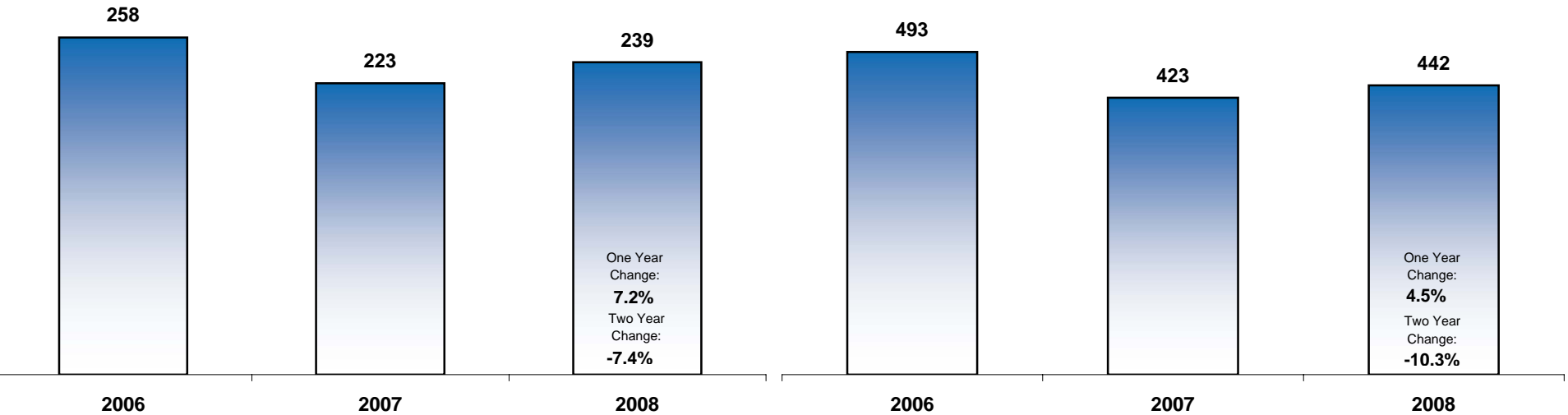


Pending Sales

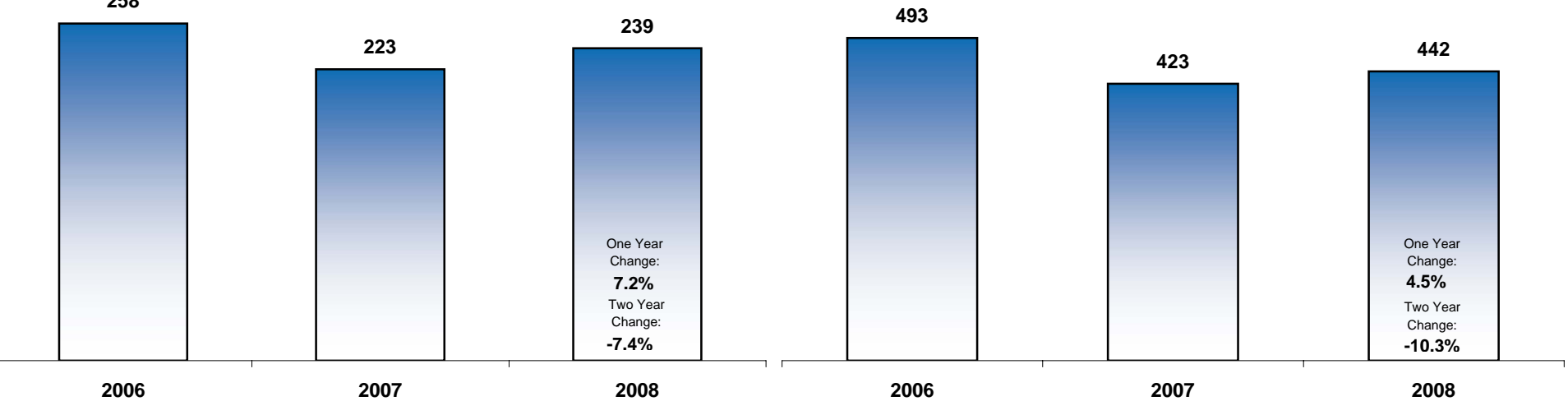
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



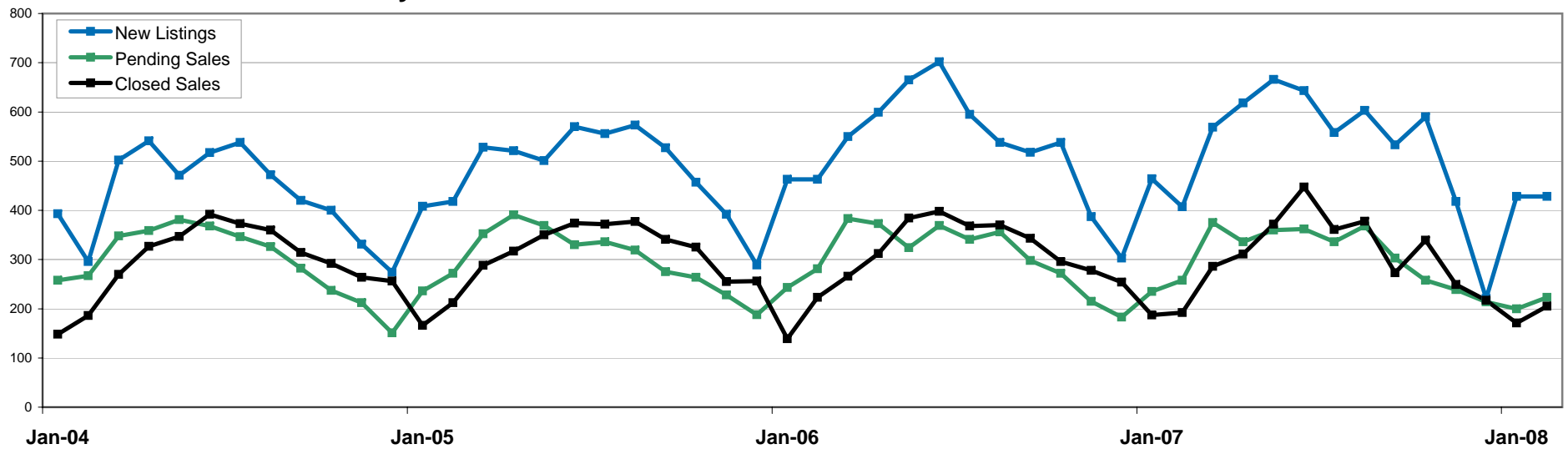
February



Year to Date



Historical Market Activity

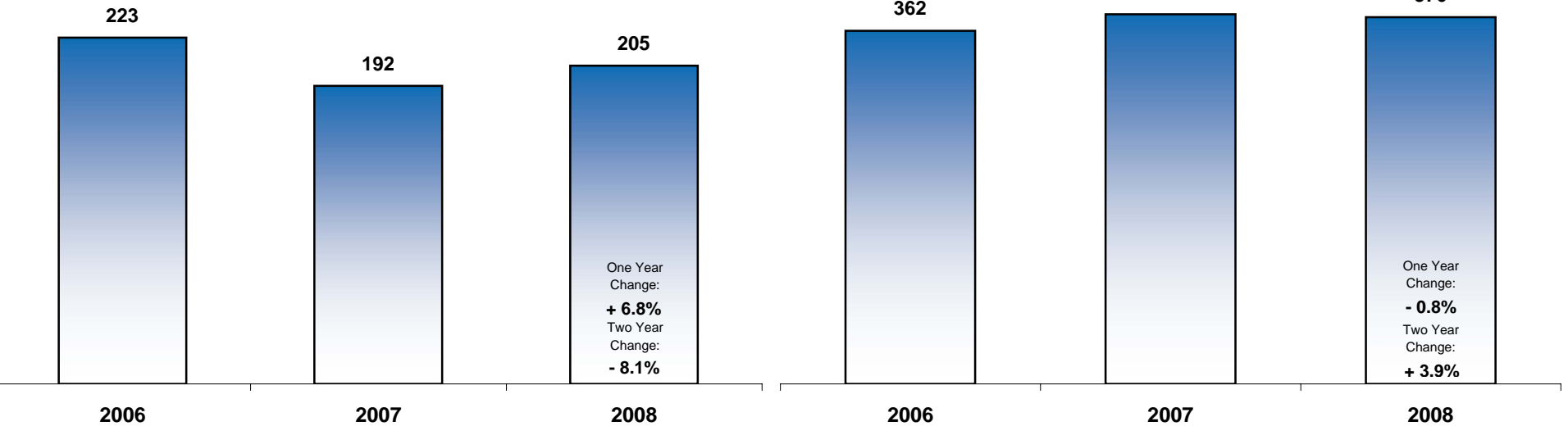


Closed Sales

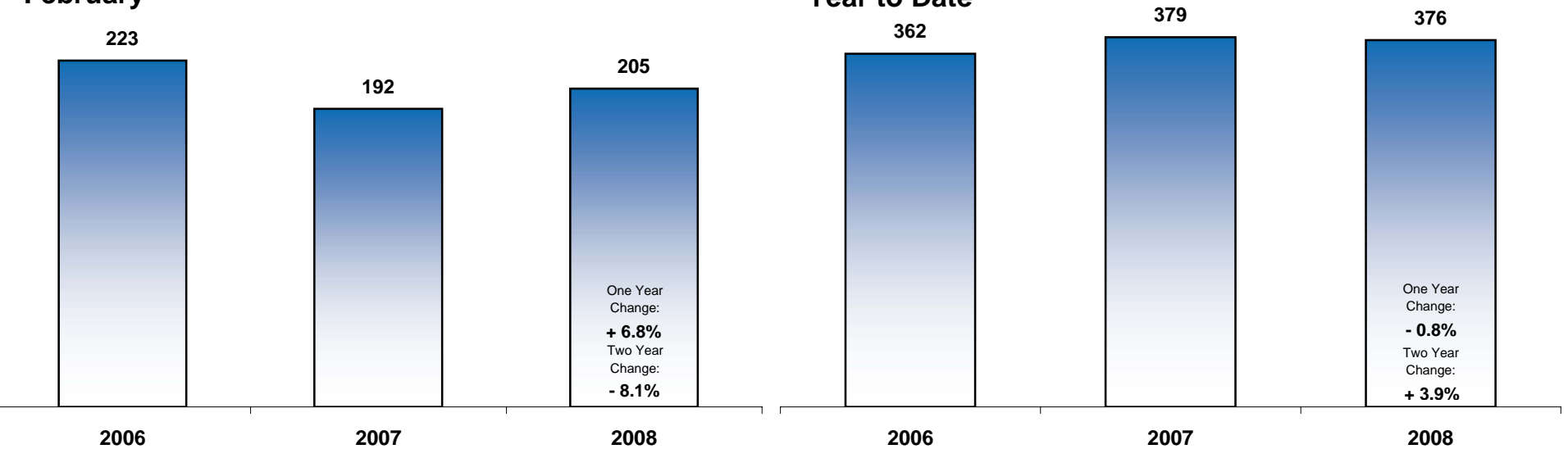
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



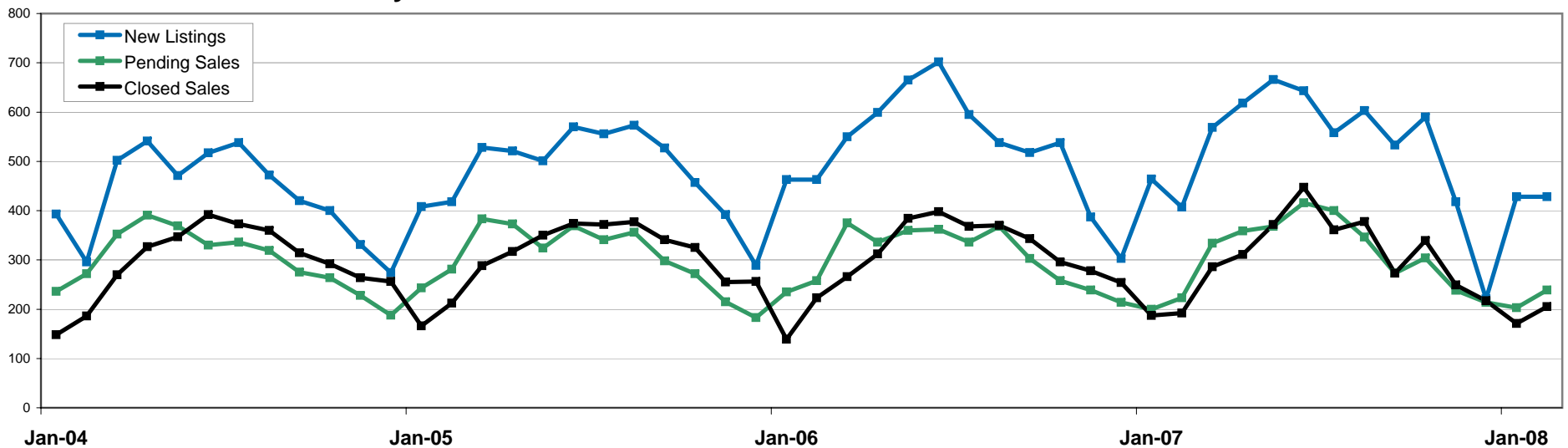
February



Year to Date



Historical Market Activity

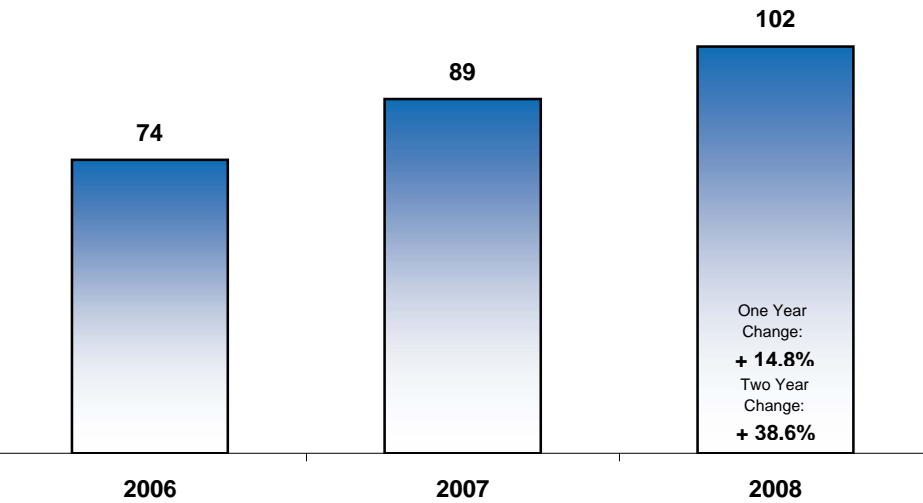


Days on Market Until Sale

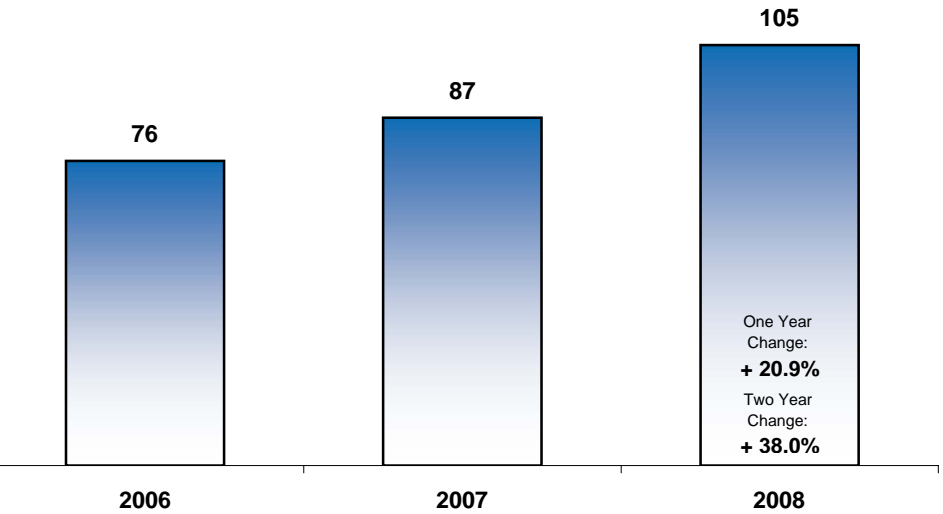
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



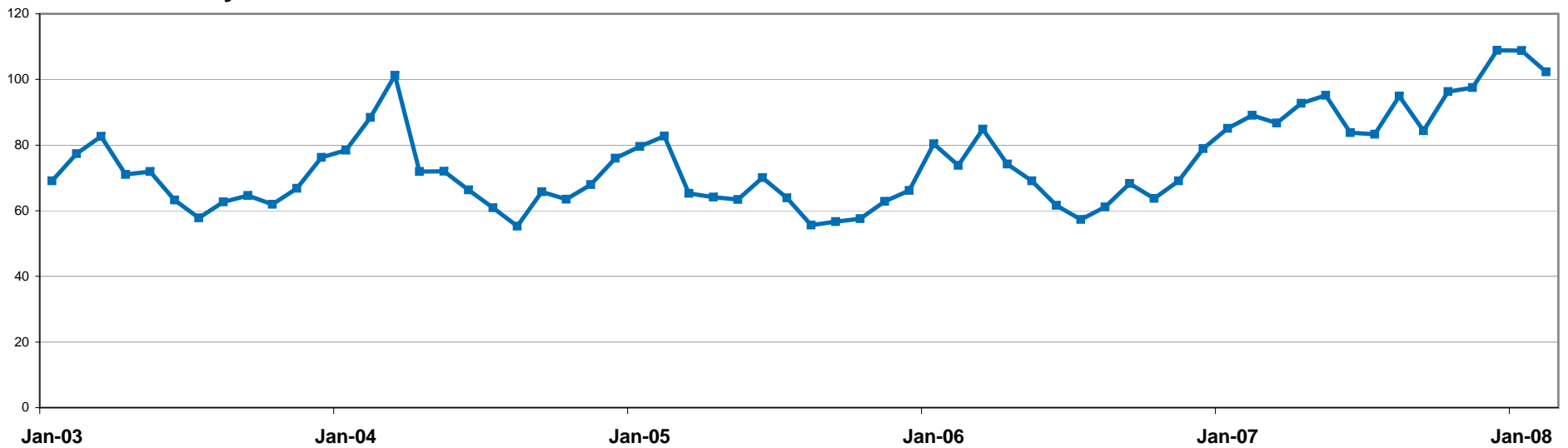
February



Year to Date



Historical Days on Market Until Sale



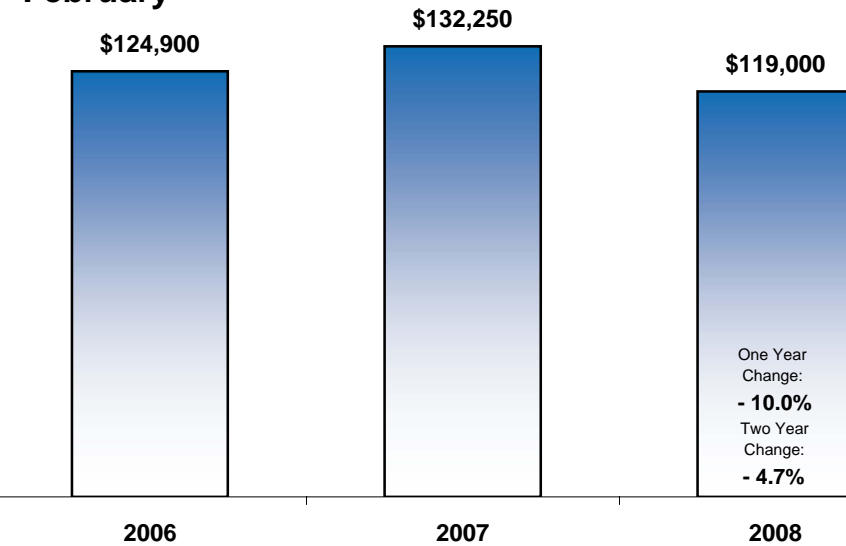
Median Sales Price

A Monthly Indicator from the REALTOR® Association of the Sioux Empire

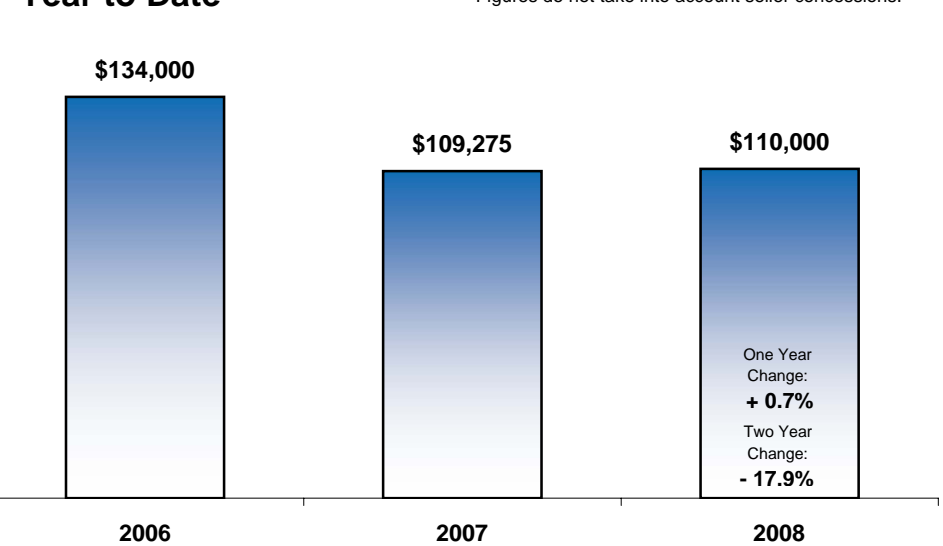


REALTOR® Association of the Sioux Empire Inc.

February

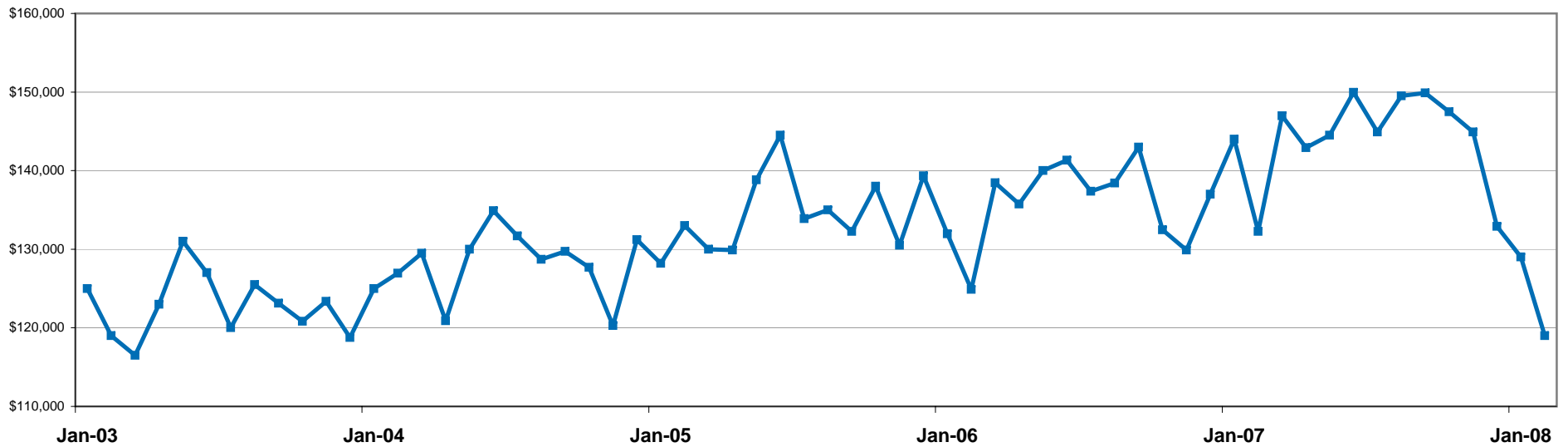


Year to Date



Figures do not take into account seller concessions.

Historical Median Prices

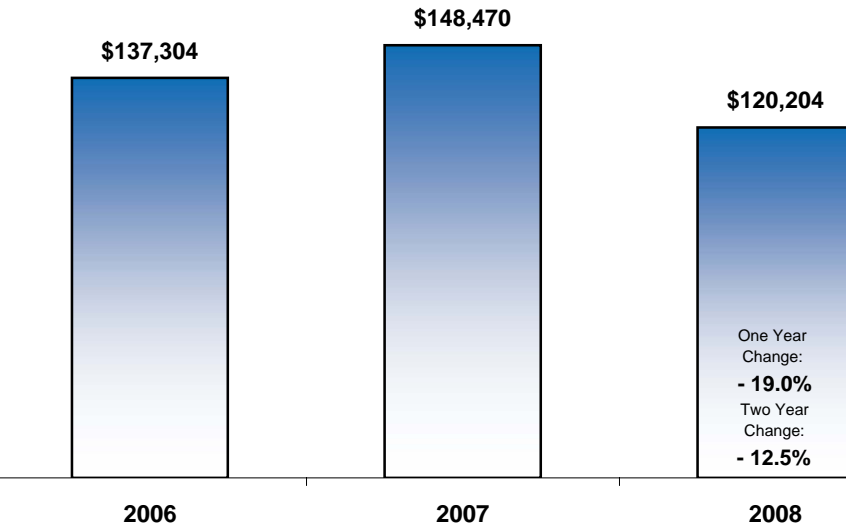


Average Sales Price

A Monthly Indicator from the REALTOR® Association of the Sioux Empire

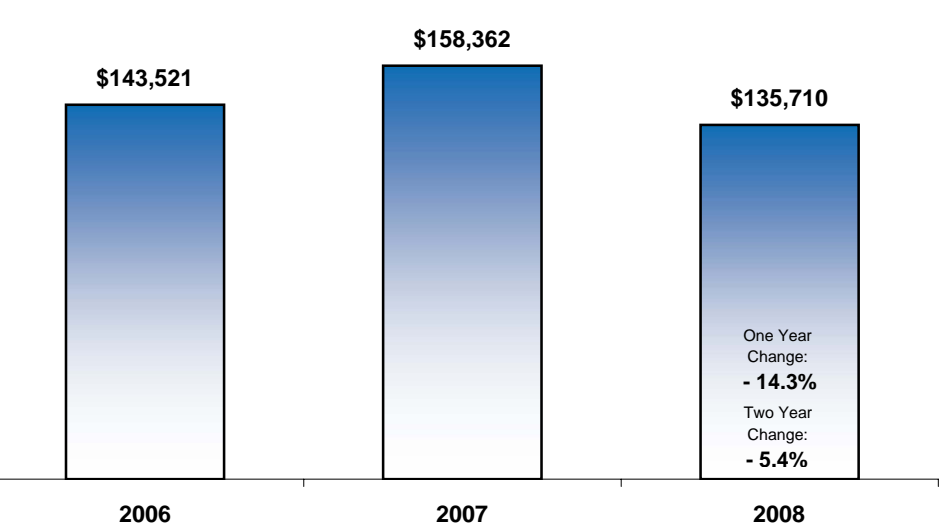


February

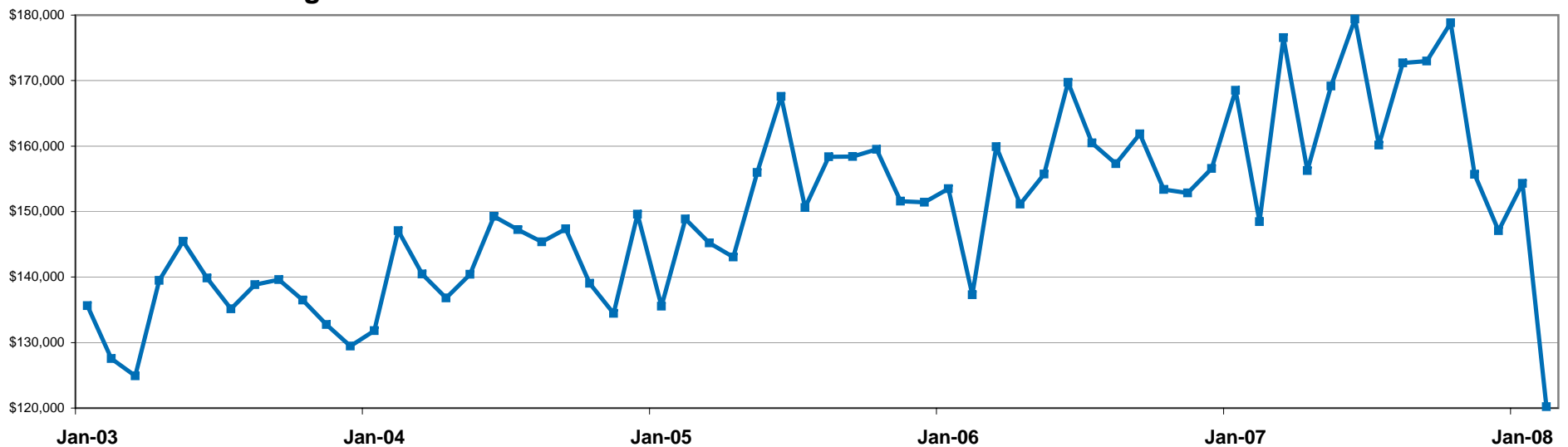


Year to Date

Figures do not take into account seller concessions.



Historical Average Prices



Percent of Original List Price Received at Sale

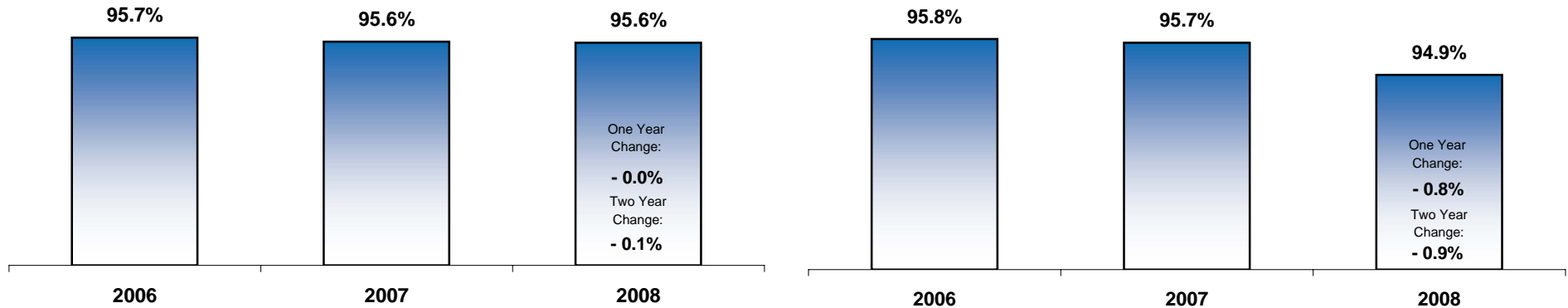
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



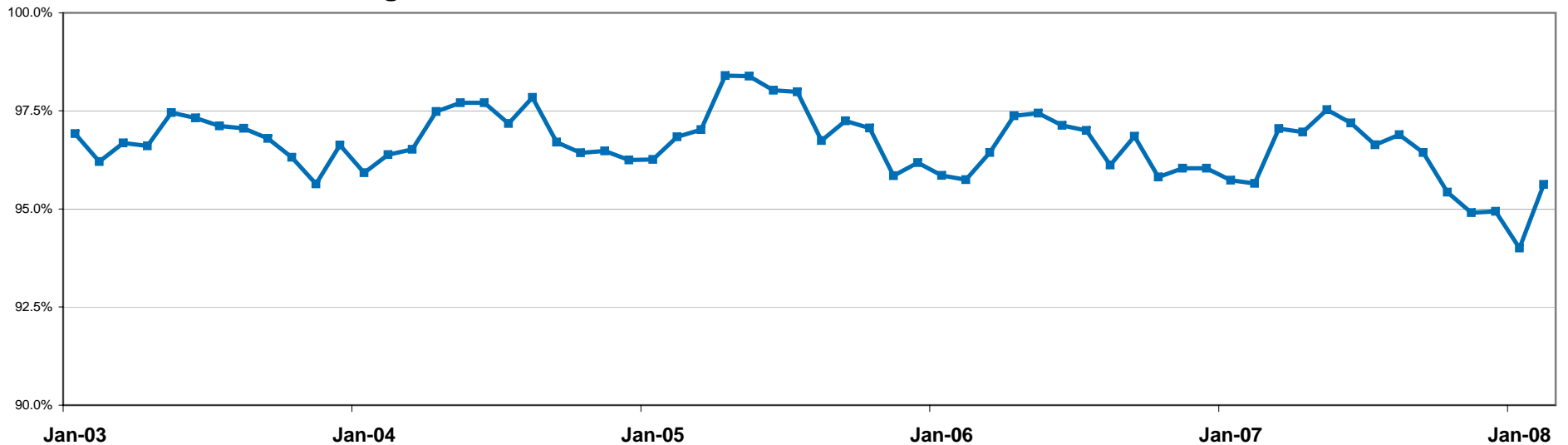
February

Year to Date

The Percent of Original List Price Received at Sale is calculated by comparing the final sales prices of closed sales to their original list prices. This does not account for list prices from any previous listing contracts. The sales price does not account for seller concessions.



Historical Percent of Original List Price Received at Sale



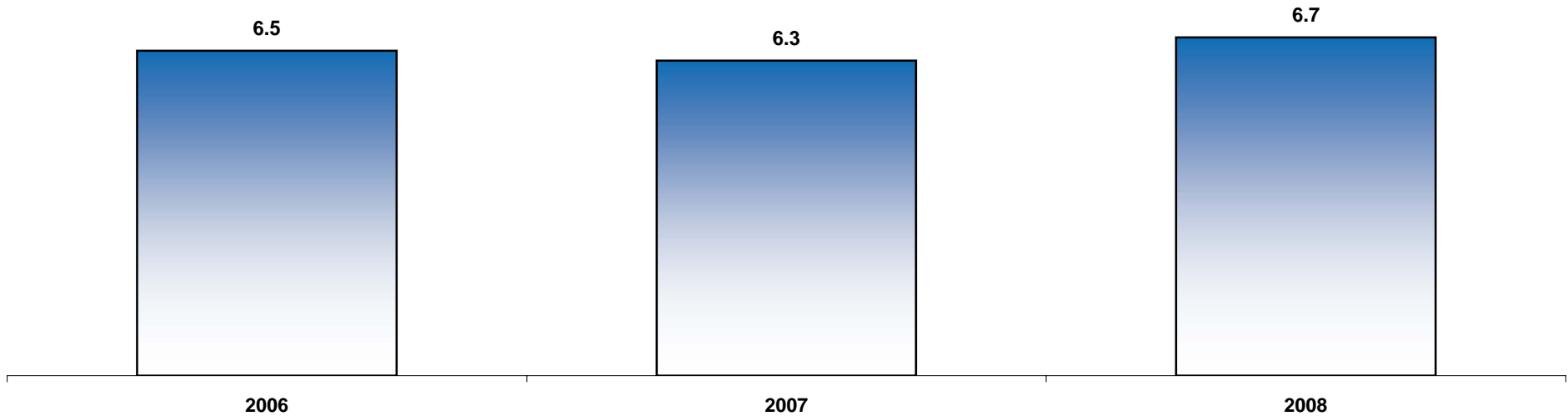
Mortgage Rates

A Monthly Indicator from the REALTOR® Association of the Sioux Empire

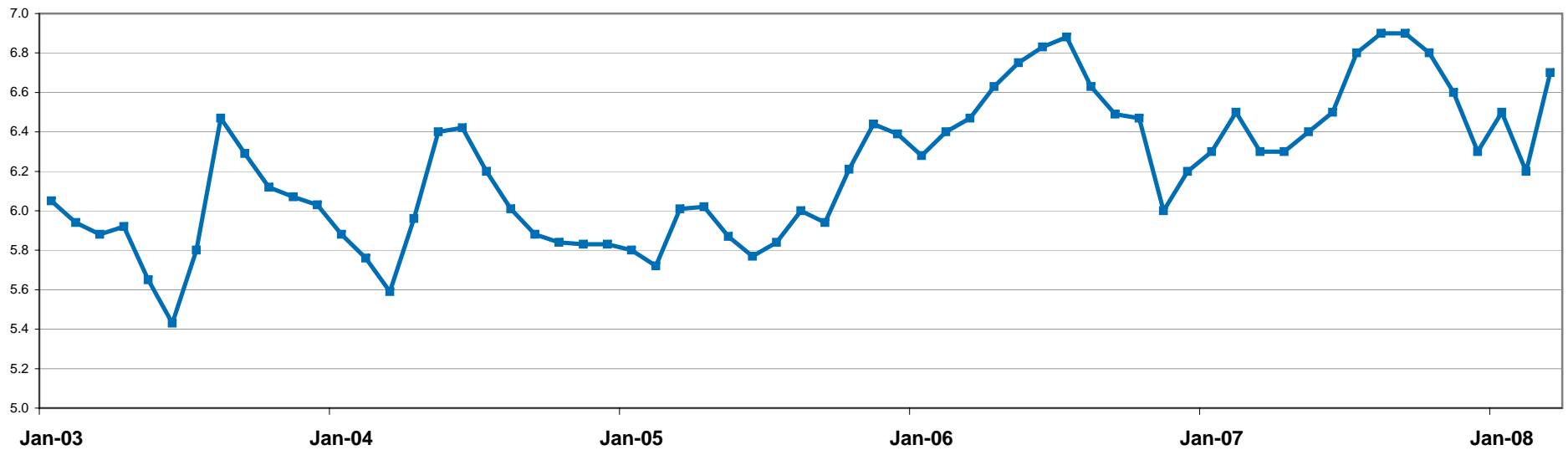


March

Mortgage rate information is gathered from HSH Associates Financial Publishers, Inc (www.hsh.com). Data represents national 30-year fixed-rate mortgages.



Historical Interest Rates



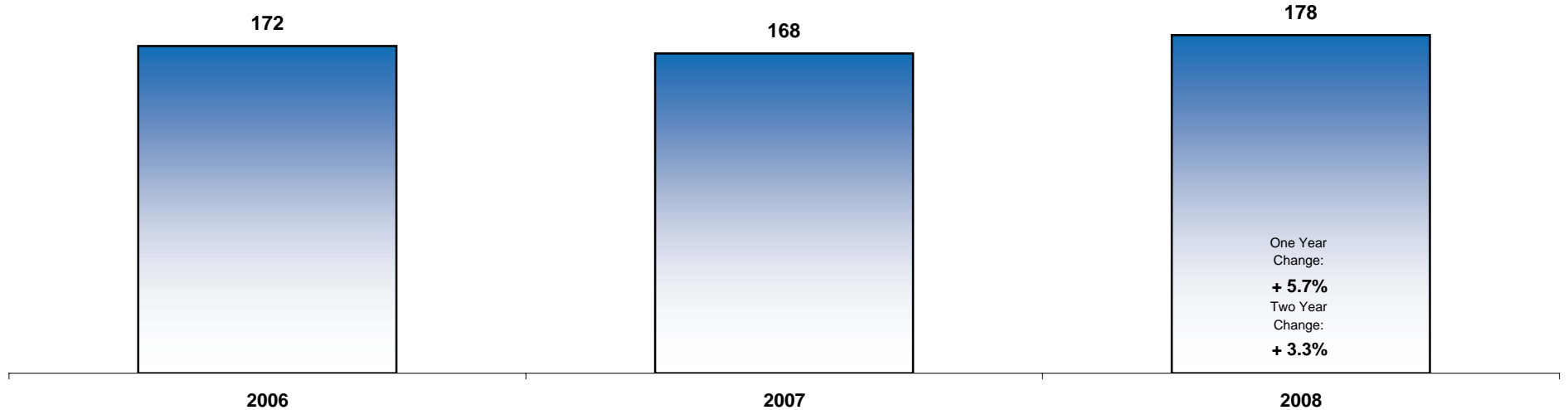
Housing Affordability Index

A Monthly Indicator from the REALTOR® Association of the Sioux Empire

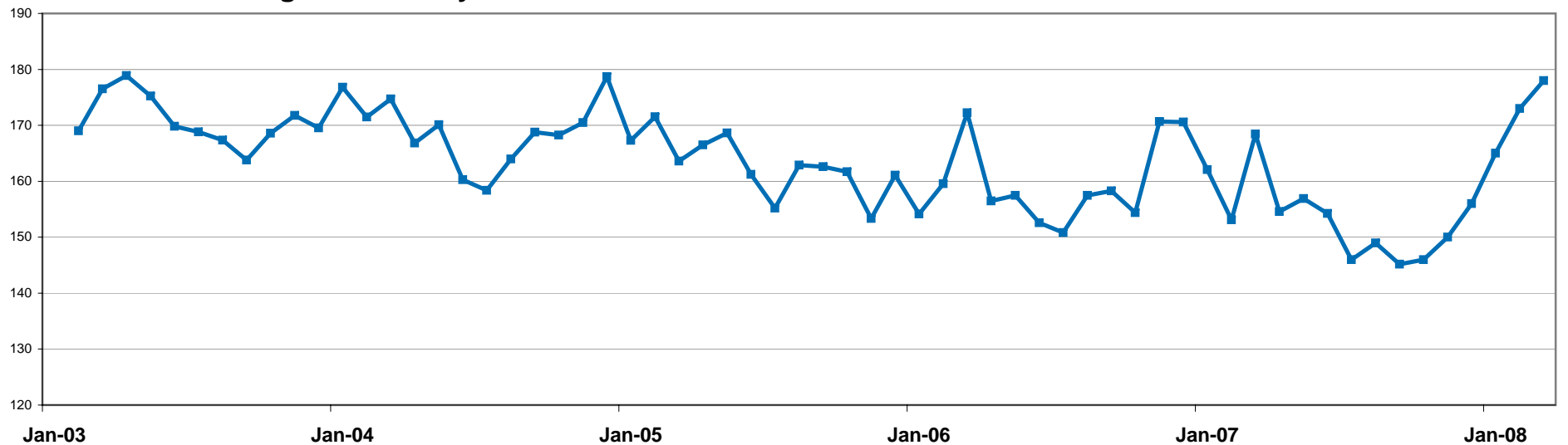


March

The HAI formula measures housing affordability for the Sioux Falls Housing Market. An HAI of 178 means the median family income is 178% of the necessary income to qualify for the median priced home using 20% downpayment, 30-year fixed rate mortgage



Historical Housing Affordability Index

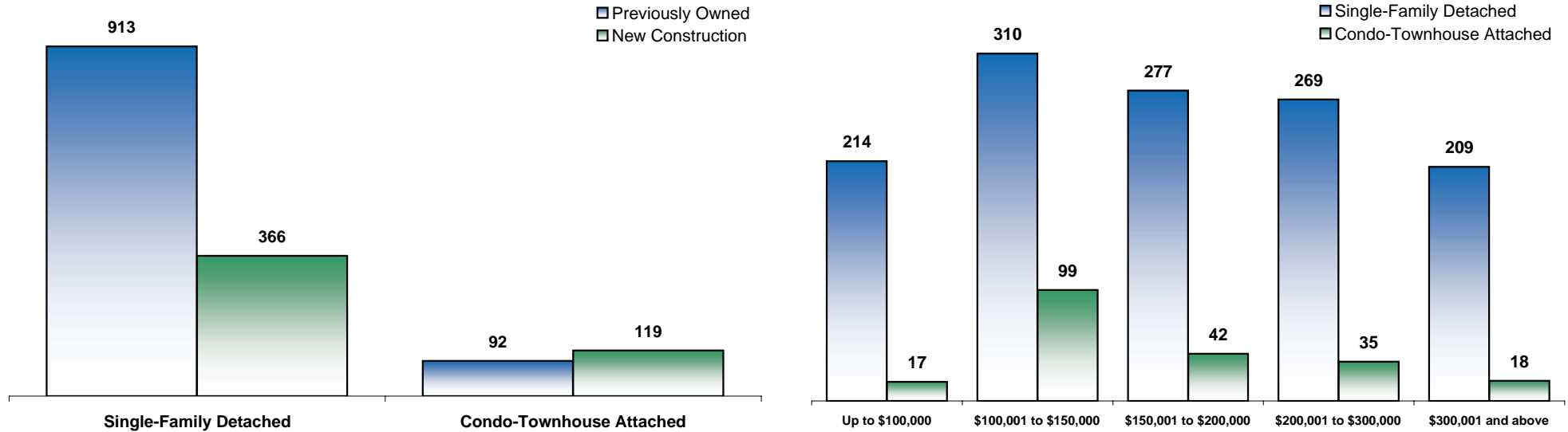


Housing Supply Outlook

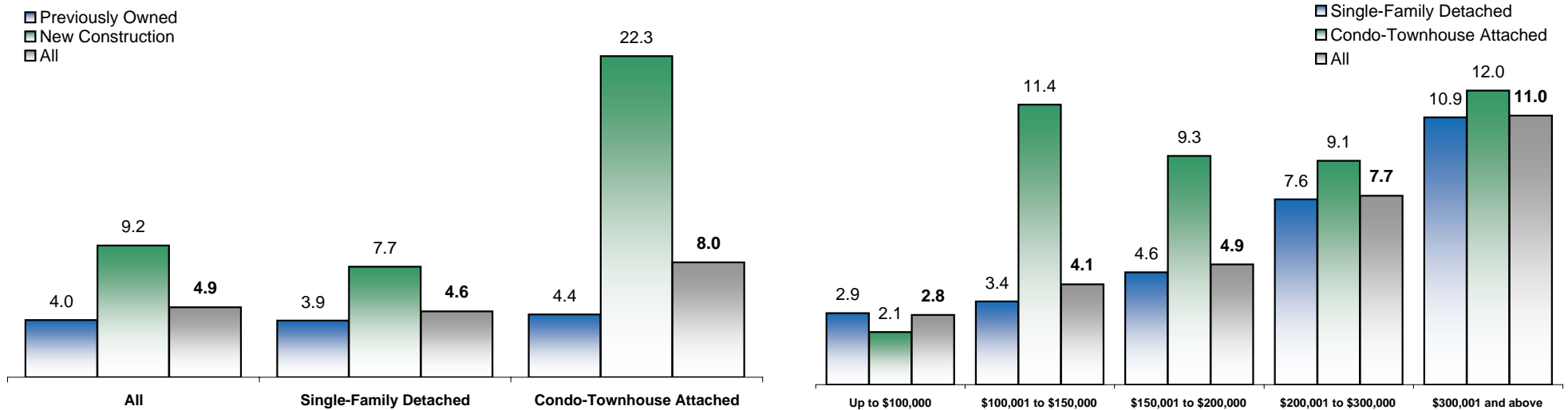
A Monthly Indicator from the REALTOR® Association of the Sioux Empire



Inventory of Active Listings



Months Supply



A market is considered balanced between buyers and sellers when there is roughly a 5 to 6-month supply of homes available for purchase

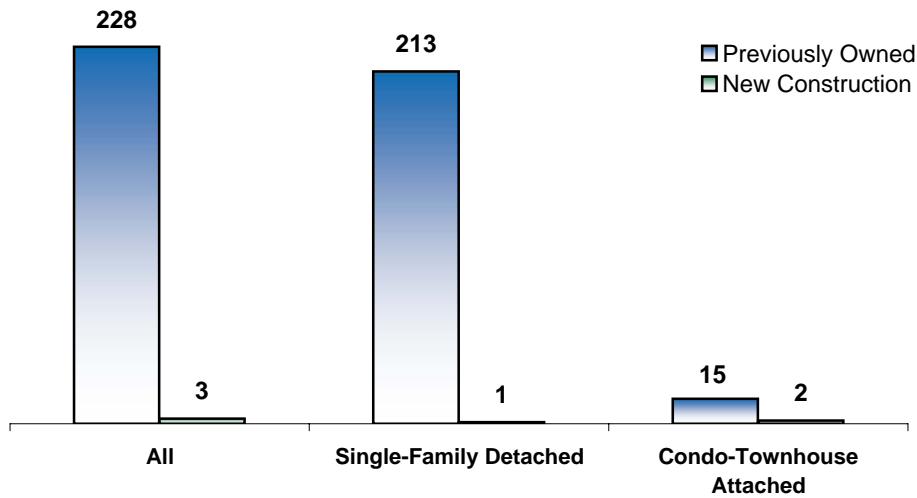
Housing Supply Outlook

A Monthly Indicator from the REALTOR® Association of the Sioux Empire

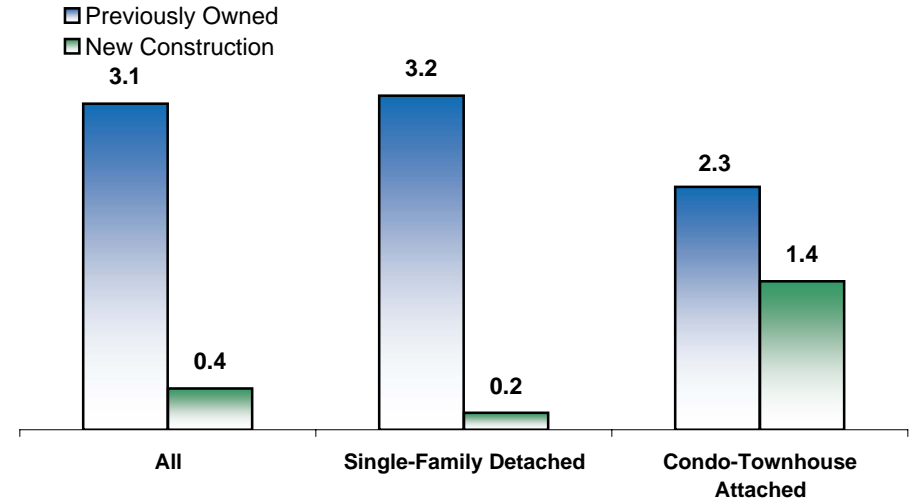


Under \$100,000

Inventory

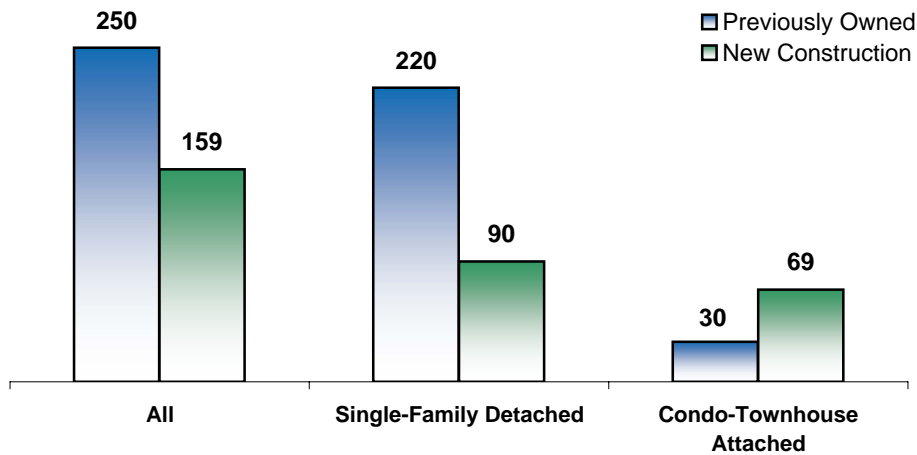


Months Supply

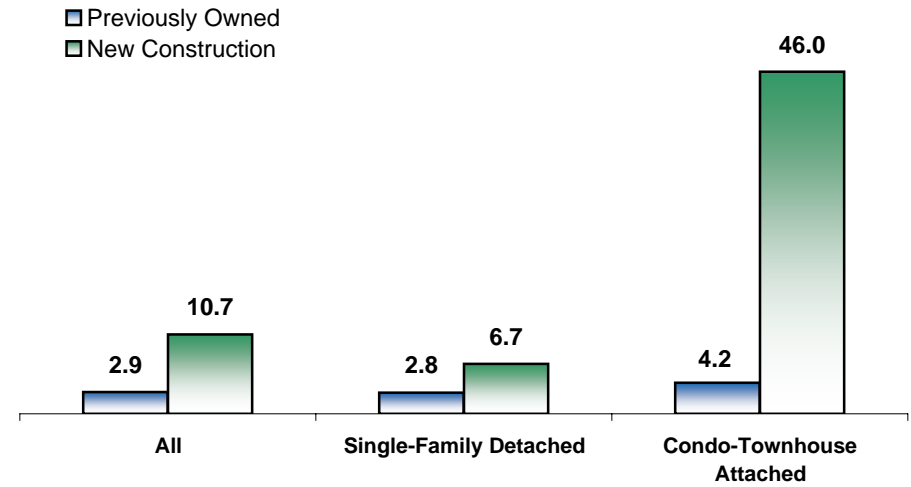


\$100,001 to \$150,000

Inventory



Months Supply



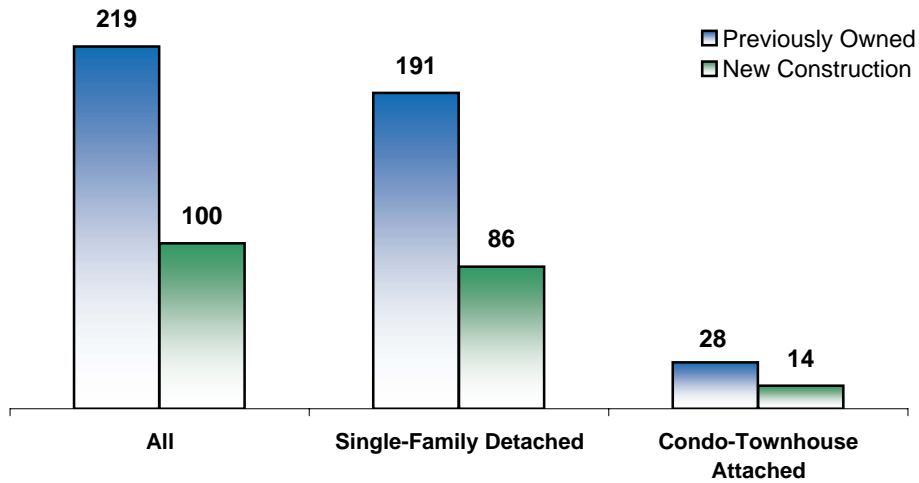
Housing Supply Outlook

A Monthly Indicator from the REALTOR® Association of the Sioux Empire

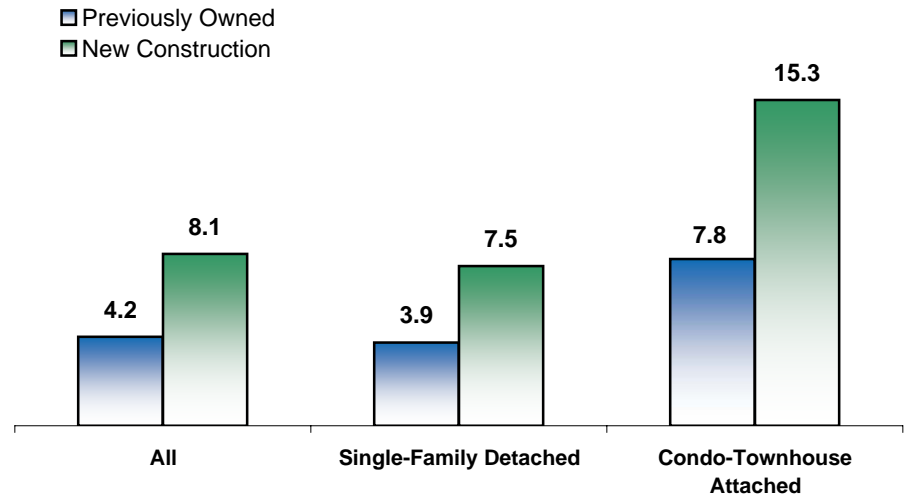


\$150,001 to \$200,000

Inventory

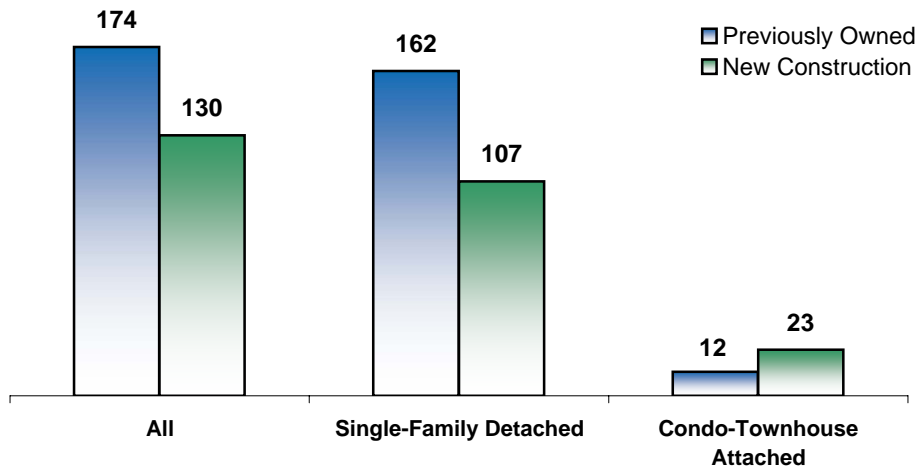


Months Supply

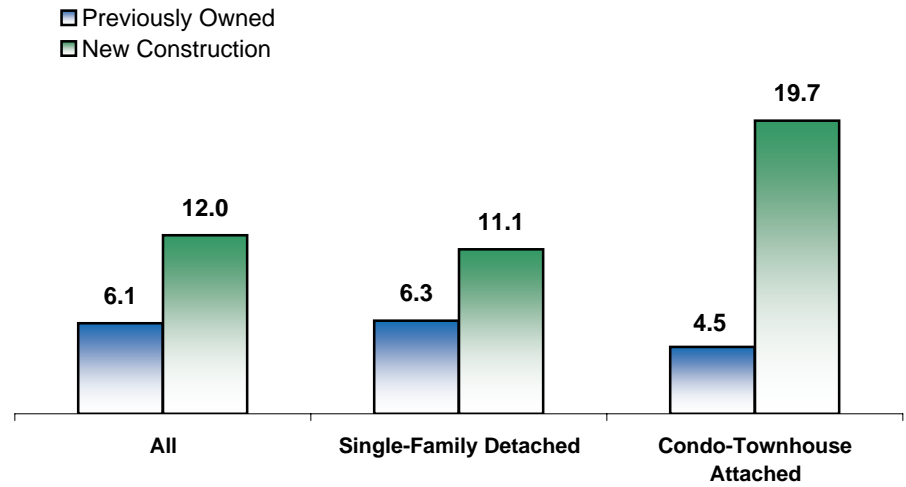


\$200,001 to \$300,000

Inventory



Months Supply



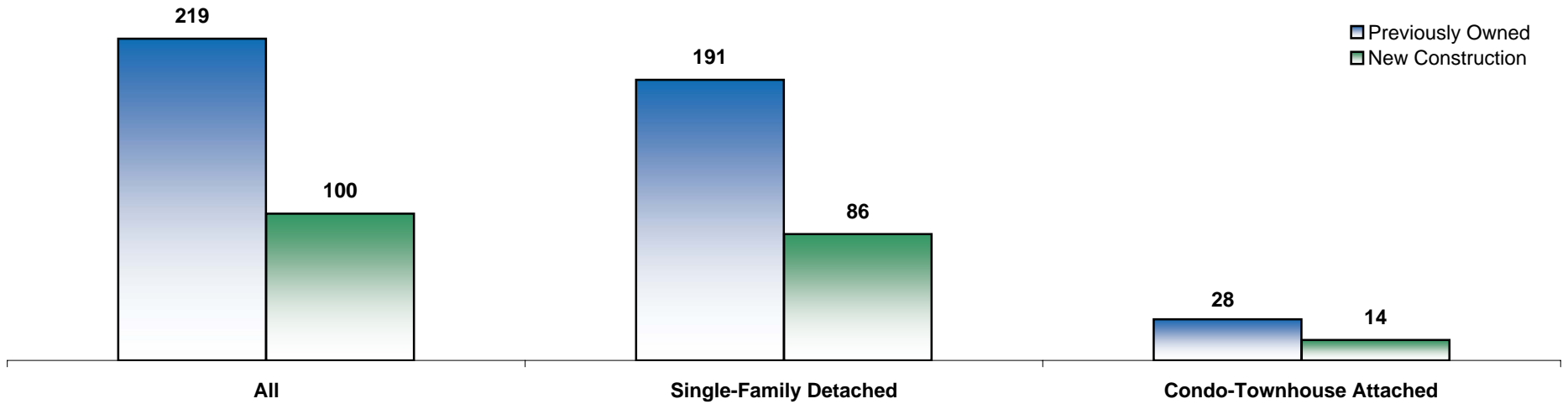
Housing Supply Outlook

A Monthly Indicator from the REALTOR® Association of the Sioux Empire

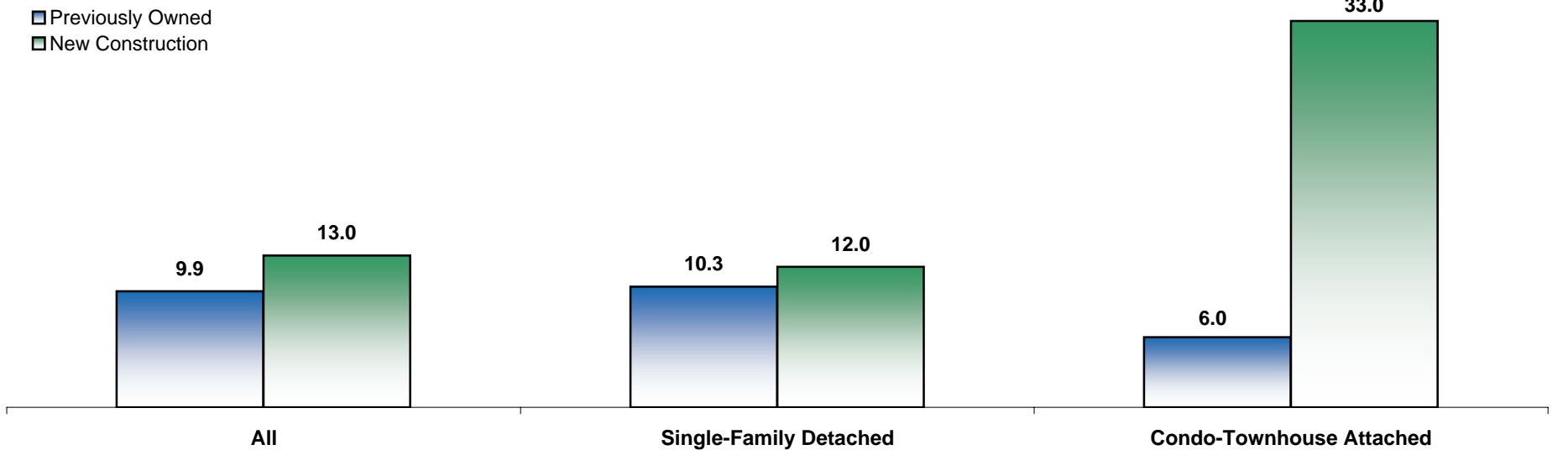


\$300,001 and above

Inventory



Months Supply



Market Overview

A Monthly Indicator from the REALTOR® Association of the Sioux Empire



February 2008

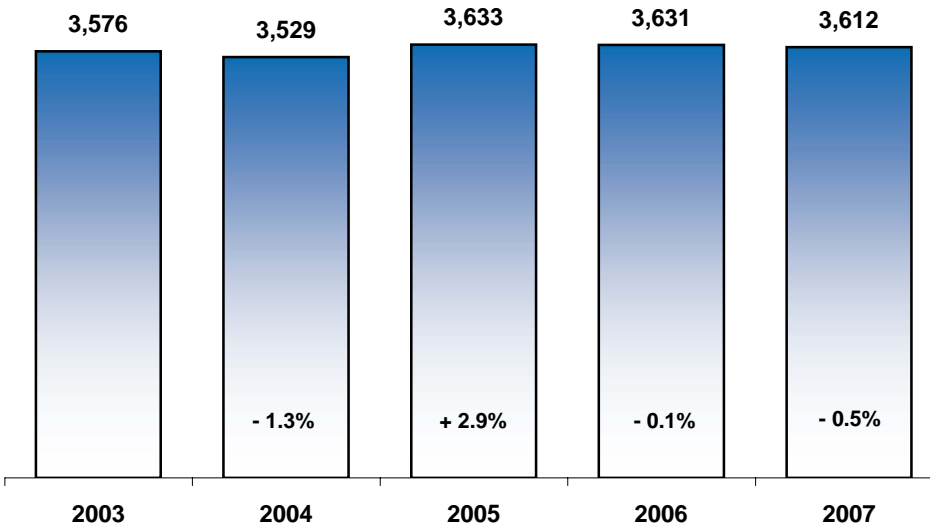
| | | This Year | Previous Year | Percent Change | 5-Year Average | Three Month Forecast | This Year Year-to-Date | Previous Year Year-to-Date | Percent Change | 5-Year Year-to-Date Average |
|--|------------|------------------|------------------|----------------|------------------|----------------------|------------------------|----------------------------|----------------|-----------------------------|
| New Listings | Dec | 221 | 303 | - 27.1% | 266 | ↑ | 6,290 | 6,321 | - 0.5% | NA |
| | Jan | 428 | 464 | - 7.8% | 431 | | 428 | 464 | - 7.8% | NA |
| | Feb | 428 | 407 | + 5.2% | 402 | | 856 | 871 | - 1.7% | NA |
| Pending Sales | Dec | 214 | 214 | - 0.0% | 190 | ↑ | 3,675 | 3,644 | + 0.9% | NA |
| | Jan | 203 | 200 | + 1.5% | 223 | | 203 | 200 | + 1.5% | NA |
| | Feb | 239 | 223 | + 7.2% | 255 | | 442 | 423 | + 4.5% | NA |
| Closed Sales | Dec | 217 | 254 | - 14.6% | 242 | ↑ | 3,612 | 3,631 | - 0.5% | NA |
| | Jan | 171 | 187 | - 8.6% | 162 | | 171 | 187 | - 8.6% | NA |
| | Feb | 205 | 192 | + 6.8% | 204 | | 376 | 379 | - 0.8% | NA |
| Days on Market Until Sale | Dec | 109 | 79 | + 38.0% | 81 | ↓ | 91 | 69 | + 32.5% | 73 |
| | Jan | 109 | 85 | + 27.9% | 86 | | 109 | 85 | + 28.1% | 86 |
| | Feb | 102 | 89 | + 14.8% | 87 | | 105 | 87 | + 20.9% | 87 |
| Median Sales Price | Dec | \$132,900 | \$137,000 | - 3.0% | \$131,838 | ↔ | -- | -- | -- | -- |
| | Jan | \$129,000 | \$144,000 | - 10.4% | \$131,630 | | -- | -- | -- | -- |
| | Feb | \$119,000 | \$132,250 | - 10.0% | \$127,220 | | -- | -- | -- | -- |
| Average Sales Price | Dec | \$147,077 | \$156,570 | - 6.1% | \$146,829 | ↔ | \$167,171 | \$156,821 | + 6.6% | \$151,390 |
| | Jan | \$154,300 | \$168,518 | - 8.4% | \$148,731 | | \$154,300 | \$168,518 | - 8.4% | \$148,731 |
| | Feb | \$120,204 | \$148,470 | - 19.0% | \$140,383 | | \$135,710 | \$158,362 | - 14.3% | \$144,182 |
| Total Active Listings Available | Dec | 1,563 | NA | -- | -- | ↓ | -- | -- | -- | -- |
| | Jan | 1,530 | NA | -- | -- | | -- | -- | -- | -- |
| | Feb | 1,526 | NA | -- | -- | | -- | -- | -- | -- |
| Percent of Original List Price | Dec | 94.9% | 96.0% | - 1.1% | 96.0% | ↓ | 96.0% | 96.6% | - 0.6% | 96.4% |
| | Jan | 94.0% | 95.7% | - 1.8% | 95.6% | | 95.6% | 95.7% | - 0.2% | 94.0% |
| | Feb | 95.6% | 95.6% | - 0.0% | 96.0% | | 96.0% | 95.7% | + 0.4% | 94.9% |
| Mortgage Rates | Jan | 6.5 | 6.3 | + 3.2% | 6.2 | ↔ | -- | -- | -- | -- |
| | Feb | 6.2 | 6.5 | - 4.6% | 6.1 | | -- | -- | -- | -- |
| | Mar | 6.7 | 6.3 | + 6.3% | 6.2 | | -- | -- | -- | -- |
| Housing Affordability Index | Jan | 165 | 162 | + 1.8% | 165 | ↔ | -- | -- | -- | -- |
| | Feb | 173 | 153 | + 13.0% | 166 | | -- | -- | -- | -- |
| | Mar | 178 | 168 | + 5.7% | 171 | | -- | -- | -- | -- |
| Months Supply of Inventory | Jan | NA | NA | -- | -- | ↔ | -- | -- | -- | -- |
| | Feb | 5.0 | NA | -- | -- | | -- | -- | -- | -- |
| | Mar | 4.9 | NA | -- | -- | | -- | -- | -- | -- |

Annual Review

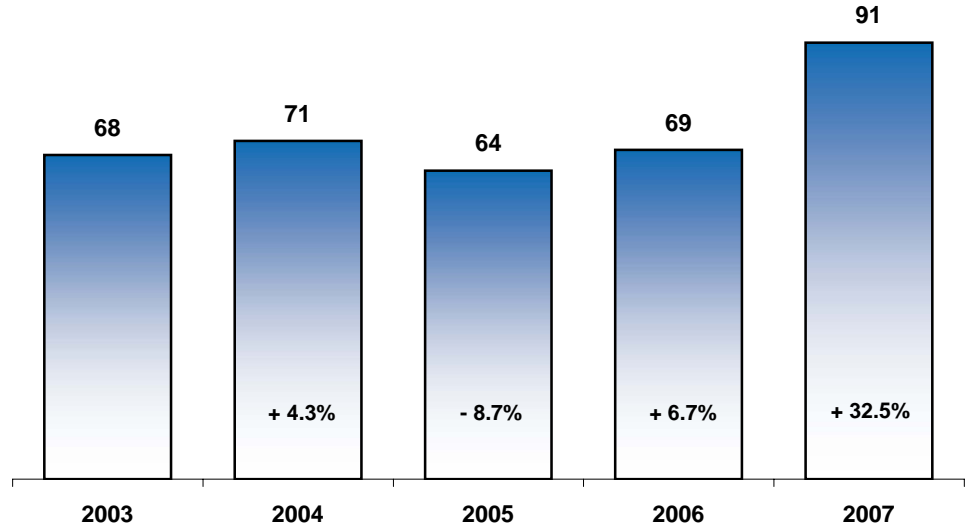
A free research tool from the REALTOR® Association of the Sioux Empire



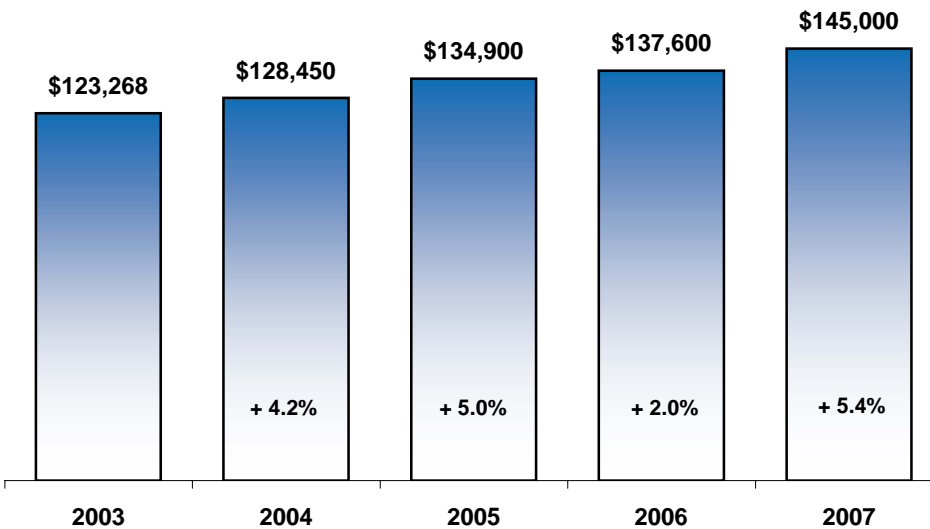
Closed Sales



Days on Market Until Sale



Median Sales Price



Percent of Original List Price Received at Sale

